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THE OBSERVATOR.

The Observator's *Opinion on Trade.* *The* Country-man's *Discourse of Trade.* *The* Country-man's *Advice to the* Observator.

From Saturday December the 9th, to Wednesday December the 13th, 1704.

Country-m. MAfter *Observator*, I expect you'll be as good as your word, in giving us your Thoughts upon Trade, especially in the Confutation of that new Maxim, *viz. That the Trade of* England *is as good as ever.*

Obs. I am ready to oblige you in this Respect; but this Notion is advanc'd by some Persons, who, perhaps, may do me a prejudice: And you know my Enemies are powerful enough already, and need no *Auxiliary Forces* from the Dominions of *Malice*, *Hatred* and *Envy*. However, it is a Point that highly concerns the Interest of *England*; and therefore I am, in a manner, Obliged to speak to it. The Excellent Speech of this Noble Peer has led me into the Launch; and I'll take Care not to go out of my Depth, and if any Push me out of it, I know how to Swim Athoar.

It may easily be presumed that this may be a *Courtiers* Notion; and, indeed, if you view the *Splendor*, the *Equipage*, the *Dress* and *Manner* of Living of some Men in *Office*; if you see Men from small Sallaries, Ride in their own *Coaches*, and Purchase large *Estates*, you'll conclude there's a good Trade somewhere; but if you Examine the *Exchange*, the *City*, and *Substantial Traders*, you'll find *Commerce* look with as Languid an Aspect, as even our *Enemies* could wish for.

Our Manufactures have been Travelling Abroad, or rather Banish'd our Country, for about Sixty Years. I have Discours'd at large on this Head formerly, and therefore referr you to what I have already said on that Subject.

Our Manufactures being set Up Abroad, must, of Necessity, hinder their Exportation from *England*, and so, of Consequence, lessen our Importation, and the Number of our Shipping; and what we have Lost, our Neighbours, and even our Enemies have Got. In the Memory of this present Age, the Admiral of *France* carry'd but Fourteen Guns: The *French* were then supply'd with *Newfoundland* Fish from Us, and from *Ireland* with *Herrings*: But now they supply *Spain* with the First, and Prohibit the Last; and their Admiral Ship is grown from Fourteen to One Hundred and Ten Guns; and their Navy so Powerful as to be able to Fight both the *Dutch* and *English* in our own Channel, the *Bed-Chamber* of the Kings of *England*, as also in the *Mediterranean*, at a far distance from Home, tho' not without the Jurisdiction of the Lord High Admiral of *England*.

If any one, about Sixty Years ago, should have foretold that the *French* should have Arrived to a Pitch of Power, as to be able to Contest the Soveraignty of the Seas with two powerful Nations, in the Year 1704. He would have been Ridicul'd for a false Prophet; and if the Ministers then, had Prosecuted, in the *Crown-Office*, such as Fir'd *Beacons*, and cry'd out when their Country was in Imminent danger, he might have met with an *Information* for his Pains.

Now, how did *France* become thus Potent? By *Trade*. How came they by this Trade? We gave it 'em. *First*, They Clandestinely got the best Part of *Newfoundland* from the *English*; and then they had no more Occasion of our Fish; they were set up for themselves; they could supply their own Country with the Profitable Commodities they us'd to have from *England*, and in a very few Years after, they became our Rivals in Foreign Markets. Nor did this Obstruct the *Wine* Trade of *France* with *England*. Tho' we gave them the best part of our *Newfoundland* Fishery, they would not give us one of their *Vineyards*. Tho' they Prohibited our *Fish*, we did not Prohibit their *Wines*; and the Worst Consequence of all, was, that as formerly we had *Wines* in return for *Fish*; ever since we have been forc'd to Purchase our *Wines* with the ready Penny, which draws the Coin out of the Kingdom.

Nor have we been more careful in this Point, notwithstanding the Formidable Greatness of the *French* King. One would have thought that the sudden Rise of a Neighbouring Ambitious Tyrant, should have put us upon Methods, either to Cramp or Ruin his Greatness, acquir'd either by the fatal Mistakes, or Negligence of the *English* Nation: But, instead of this, they have, to this day, the very Source and Spring of its Greatness, that Treasure which Built its Navys, that Rais'd its Armies, that Enabl'd its Prince to turn *Pyrate* by Land, and bid fair for a Universal Monarchy. This vast Treasure I mean, is *Newfoundland*, to which, formerly *France* had not the least Claim of Right.

Let us look somewhat farther than *France* to Try the Notion of the Greatness of the Trade of *England*; Let us look to the *Northward*, and we shall find our Profitable Trade of *Greenland* quite lost. The *Dutch*, in the Year 1702. in their *Greenland* Fishing took Six Hundred Whales, which, at a moderate Computation, by a good Hand, is accounted to mount to near 200000 *l.* without Expence of Men or Money. The *Dutch* and *Hamburghers*, in this Trade, Employ near Twenty Thousand Men, and the *English* not one, and how many Ships the *French* have Yearly employ'd in this Trade, I know not; but certain it is, their Trade theither is not inconsiderable.

Country-m. Master, not to Interrupt you: Did we give away this Trade too? I have a good mind to speak to my Landlord to give me my Farm. Why mayn't he give me his Land, as well as the Nation give away its Trade?

Obs. Why, truly, Honest *Country-man*, giving away the Trade of the Nation, is next kin to giving away the Land of the Nation; One is but the Fore-runner of the other: But this *Greenland* Trade was Stock-jobb'd to Death. Some Peopl

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saw the Advantage of Stock-jobbing, and wanted a new Company; made Intereſt in Parliament, and got an Act for a *Greenland* Company. By this Act they were obliged to ſend ſo many Ships the firſt Year, and to Encreaſe ſo many more every Year after, till they came to ſuch a Number; but inſtead of Encreaſing, they diminiſh'd, till they ſent none at all, and ſo ended the *Greenland Trade*.

Country-m. I fancy theſe Companies are the Ruin of Trade! But methinks, now, that Trade to *Greenland* ſhould be left open and free to every Body.

Obſ. 'Tis almoſt as difficult to Recover, as it is to Eſtabliſh a Trade. The Harpineers (without whom that Trade cannot be carry'd on) I am affraid, are gone to other Countries, and nothing but Experience can make thoſe People.

The Trade to *Ruſſia*, which once was almoſt our own, is now much uſed by other Nations. The *Dutch* Employ near Forty Sail of great Ships in that Trade, and by the ſame acquire an unaccountable Wealth and Profit.

The *Engliſh* formerly Employ'd in the *Iſeland*, and *Northern* Fiſhing, about Ten Thouſand Men, and now not One Thouſand. The Product of which Fiſhery was taken off by the *French*: But ſince we have been ſo kind as to make 'em Fiſhermen, they have been ſo kind to themſelves as to Prohibit all Fiſh, but what is of their own Taking.

Now, to apply what I have ſaid to the Caſe in Hand: If ſuch large Branches of our Trade be Lop't off; if the Vital Power and Strength of Commerce, like Blood Transfus'd from one Body to another, be Tranſmitted into other Countrys; then the Notion that the Trade of *England* is as good as ever, muſt fall of Courſe.

Country-m. Well, Maſter *Obſervator*, I thank you for thus much of your Diſcourſe upon Trade; I find all Trades are ſubject to hazards and dangers, ſome in one way, and ſome in another; ſome by bad Debts, ſome by bad Management, and moſt by Negligence and Profuſeneſs in the Traders.

What Occaſions this difference betwixt the *Scots* and *Engliſh*? Why, 'tis *Trade*; and what is this *Trade*? 'Tis *Money*. *Money* is, truly, as our *Parſon* ſays, *The God of this World*; *The Old Grizly Sinner bows his ſtiff Hamms to this Idol, and Worſhips ſo long, till he's not able to riſe; the Young Sinners, Males and Females Worſhip the Golden Shrines; the firſt to get Wives with Portions, and the laſt to buy themſelves Huſbands.* *Trade* gets *Money*, and *Money* gets *evrey thing* but *Heaven*. 'Tis an amazing Spectacle to ſee a Young Briſk Fellow, the beſt lick'd Cub in the whole Pariſh, making his Amours to an Old Rich Beldam, as Ugly as Mother *Louſe*, with her Noſe joſtling her Chin, and not ſo much as one Tooth in her Head to part 'em. What's the meaning of this Unnatural Courtſhip? 'Tis *Money*. For my part, were I a *Loſopher*; I would contrive ſome Chimical way or other of melting the *Money-Lovers* into *Crown* pieces, on purpoſe to ſpoil a Paper Credit.

But, Maſter, you complain of the Loſs of our *Newfoundland*, *Ruſſia* and *Greenland* Trades, but you ſay nothing of the Loſs of the Trade of *Honeſty* and *Truth*; that's the pooreſt Trade that can be; *Truth* and *Honeſty*, thoſe two poor Fellows a while ago came to *London*, and no Body would let 'em a Shop; the *Filt-flirts* upon the *Exchange* hooted at 'em, and they were ſo joſtled and tumbl'd about in *Exchange-Alley* by the *Stock-Jobbers*, thoſe Land Pirates upon the Underſtandings and Neceſſities of Men, that they were forc'd to return to the place from whence they came, and I am afraid they went from thence to the place of Execution, for I han't heard one Word of 'em ſince.

Now, what does it ſignifie to have Trades, if there be *Honeſty* in no Trade? And therefore I think it convenient that the Trade of *Truth* and *Honeſty* be Encouraged in the firſt place.

Obſ. That would ſpoil the Trade of a great many People, and cauſe yet more Grumblings.

Country-m. Yes, yes, ſo it would; but what does that ſignifie in a Vertuous Government? There are your ready Money Traders, your *Highwaymen*, *Cut-Purſes*, *Shop-Lifters*, *Houſe-Breakers*, *Pick-Pockets*, and *Stroaling-Whores*; a-lack-a-day their Trade is ſpoil'd by a vigorous Execution of the Laws; I know a Woman, at *London*, that has three ready Money Trades, *viz.* a *Pick-Pocket*, a *Whore* and a *Midwife*; and ſhe complains for want of Trade too. *An Honeſt Body*, ſays ſhe, *can't get a Livelihood in this Wicked Town.* But above all Trades, I think yours is the moſt hazardous.

Obſ. What Trade doſt take me to be of?

Country-m. Of the *Scribbling Trade.*

Obſ. There's no danger in Writing of Truth.

Country-m. Yes there is; you have found it ſo, to your Coſt and mine too; I am ſure of it.

Obſ. If my Writings are within the Verge of *Law*, there ought to be no Danger.

Country-m. If your Writings are within the Verge of *Law* and *Goſpel*; if ſome People are minded to Plague you, 'tis the ſame thing. There is no *Law* to Puniſh a Man for Writing againſt the *Papiſts*, and yet you were Indicted for ſo doing. Maſter, take the Advice of Truſty *Roger*, your *Country-man*, Don't deal in the Commodities of *Engliſh Liberties*, and the *Proteſtant Succeſſion*; Trade to St. *Germains*, and be as free from Proſecution, as the *Exorbitant-Grant* Man, and the Authors of that great heap of Libels that lye at your Elbow. You may Steer clear, if you Sail by a *Jacobite* Compaſs.

Obſ. I cann't follow your Advice.

Country-m. Well, if you won't I can't help it: Then let's Talk no more of the matter, but call in *Joan*, and let each of us take a Bumper to the Queen, and ſo to Bed.

Adverti ſements.

STOughton's Great Cordial Elixir, making the beſt Purl, and the bitter Draught in a Minute; prepared only by Richard Stoughton, Apothecary, at the Unicorn in Southwark, ſet forth thirteen Years, and now Famous throughout the three Kingdoms, and beyond Sea, for theſe two things, the *Stomach* and *Blood*; Rectifying the former from all its Indiſpoſitions, as Wind, Cholick, Worms, want of Appetite, Digeſtion, Sickneſs, Loathing, *&c.* and cleanſing the latter from all its Impurities, as Scurvy, Dropſie, Jaundice, Breakings out, *&c.* opening all Obſtructions whatever, a more particular Account you have in the Bills with it; 'tis ſo well known and approved of, beyond any one Medicine extant, that 'tis needleſs to ſay any more, only, that it is Sold at ſeveral Bookſellers and Coffee-houſes in and about *London*, at ſome one ſuch place in moſt Cities and great Towns in England, at ſome in Scotland and Ireland, and at the Authors own Houſe, at 1*s.* a bottle, Wholeſale Cheaper; pray mind you have the right which has my Name at length, and in a Cypher on every bottle and bill; I hear of Counterfeits in the Country, and what is Sold by the Name of Garroways at the Exchange London particularly is a Counterfeit, beware of it.—— Where it is not yet Sold any Perſon ſending, may be ſupply'd, and room for good profit, and worth while, ſome now Selling 20 or 30 Dozen a Year.

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